

Message Text

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66/46

ACTION EB-07

INFO OCT-01 ARA-06 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00

DOT-00 INR-07 NSAE-00 FAA-00 SS-15 NSC-05 L-03 H-02

PA-01 USIA-06 PRS-01 SP-02 /058 W

----- 105353

R 281345Z JUL 75 ZEL

FM AMEMBASSY BRASILIA

TO SECSTATE WASHDC 616

INFO AMCONSUL RIO DE JANEIRO

AMCONSUL SAO PAULO

LIMITED OFFICIAL USE BRASILIA 6244

C O R R E C T E D C O P Y (ADDED TEXT)

FOLLOWING IS A RIO TEL SENT BRASILIA

25 JUL BEING REPEATED FOR YOUR ACTION AND INFO:

QUOTE

RIO DE JANEIRO 2369

E. O. 11652: N/A

TAGS: EAIR, BR

SUBJECT: CIVAIR: LOWER FARE REQUESTED BY PANAM

REF: BRASILIA 6229

1. AT MEETING WITH DAC PLANNING DIRECTOR,
BRIG. WALDIR VASCONCELOS, ON JULY 24, 1975,
CONGEN OFFICER ALSO DISCUSSED PANAM APPLICATION
FOR NORTHBOUND GROUP FARE REDUCTION. BRIG.
VASCONCELOS FELT THAT THIS REDUCTION WOULD
INTRODUCE ELEMENT OF DAMAGING PRICE COMPETITION
INTO US/BRAZIL CIVIL AVIATION MARKET AND, FOR
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THIS REASON, PANAM APPLICATION SHOULD BE REFUSED.

HOWEVER, AS CONVERSATION PROGRESSED INTO
DISCUSSION OF EFFECTS ON CIVAIR MARKET, BRIG.
VASCONCELOS SEEMED TO RELAX HIS OPPOSITION.

2. DAC APPROVAL OF FARE REDUCTION IS UNLIKELY,
BUT WE HAVE IMPRESSION PRESENTATION OF MORE
MARKET DATA IN SUPPORT OF CASE WOULD BE HELPFUL
IN THIS INSTANCE AND FURNISH BASIS FOR FUTURE
REQUESTS. BASIC DAC MOTIVE IN REFUSAL
APPEARS TO BE FEAR THAT LOWER FARE STRUCTURE
WILL LEAD TO LOWER OVER-ALL REVENUE PER FLIGHT
THUS WEAKENING AIRLINES. AS THIS ISSUE HAS
BROAD SIGNIFICANCE FOR PANAM (AND OTHER US
AIRLINES INTERESTED IN BRAZILAN MARKET) A
THOROUGH AND FACTUAL PRESENTATION MAY ASSIST
PANAM'S FUTURE REQUESTS. ABOVE IMPRESSIONS
PASSED ON TO LOCAL PANAM ACTING MANAGER.
DEXTER UNQUOTE
RUSER

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NNN

Message Attributes

Automatic Decaptioning: X
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Decaption Date: 01 JAN 1960
Decaption Note:
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Disposition Authority: GolinoFR
Disposition Case Number: n/a
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Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Margaret P. Grafeld
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EO Systematic Review
06 JUL 2006

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TAGS: EAIR, BR, US, PANAM
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